TRADE EXPANSION

Extracts From Report of Bureau of Foreign Commerce.

DEMAND FOR GOODS

Interesting Collection of Data From Mexican, Central American, and West \$4,200. Indian Ports - Some Suggestions for Improvements at Small Cost.

Consul Kaiser, of Mazatlan, says that the greatest handicap our exporters have to overcome in the development of American trade in that part of Mexico is that nearly all the large business houses are branches of German, French, or Spanish

The improved at an estimated cost of \$3,060, chargeable to the current appropriation for repairs to streets.

That new granite curb be set on the south side of Massachusetts Avenue northwest, between Dupont Circle and Twentieth Street, fronting reservation 59, at the corner of Thirty-fourth and M Streets.

Some weeks ago the police were informed to Friceath Street, fronting affray in Harrison's saloon, at the corner of Thirty-fourth and M Streets.

Some weeks ago the police were informed to Friceath affray in Harrison's saloon, at the corner of Thirty-fourth and M Streets. firms, and have been established for forty years or more. The merchandise required is ordered from the home establishments. and arrives, in sailing vessels, twice a year. Freight charges on these vessels are very low. The best way to introduce our goods, says the consul, would be to make consignments to reliable firms that have connections in the United States. Our goods are favorably known in Mexico, but in certain lines-such as dry goods, hats, shoes, notions, men's and women's furnishings-our exporters seem to have made practically no attempt to gain the

He reports an experiment in the nature of a floating sample store. A vessel is to leave the United States for the western coast of Mexico, Central and South America, having for sale samples of merchandise of all kinds suitable for tropical trade, each line of goods being in charge of an expert salesman. Such an effort will result in much benefit to our trade.

Business failures, says Mr. Kaiser, are rare in Mexico, there having been only one in Mazatlan in the last fifteen years, and that being due to the failure of the main house in Paris. Commercial travelers who come to Mexico will find a conservative class of merchants, who take pride in paying their debts promptly.

Consul Darnall, of Nogales, notes that our trade is improving in Mexico, due our trade is improving in Mexico, due largely to the growing perception on the part of American exporters that they must accommodate themselves to the wants and peculiarities of their customers. Formerly, he says, only an occasional trade circular printed in Spanish was sent to that consulate; now fully one-half are in that language. Many United States houses have also adopted the plan of sending out young Mexicans or Cubans as traveling salesmen, and as they are unusually well acquainted with or Cubans as traveling salesmen, and as they are unusually well acquainted with the wants of the Latin American trade, they have achieved excellent results, not only in selling goods, but also in advising their employers as to modes of packing and desirable qualities and patterns of merchandise.

Trade With Monterey.

Consul General Hanna, of Monterey, notes that the development of that city and vicinity are due to American enter-prise, which has founded an iron foundry and machine company, wire nail works, brick works, flour mill, gas plant, water-works, sewerage, and has assisted in rail-

way extensions and street paving.
Consul General McNally, of Guatemala,
says that our machinery is highly appreeiated in Guatemala, its quality being regarded as superior; it has not yet, however, gained the foothold that it deserves, lator its delicate structure. Indian the foothold state of the structure indian in the stand is delicate structure. Indian is thought to be not strong enough to with stand ignorant handling. English machinery is about one-third heavier. On the other hand, it is recognized that our apparatus is economical in fuel, and as the fuel supply of the country grows scarcer every year, this element will eventually influence the planter in favor of our apparatus. Our groceries, also, are in demand, and there is a good market for our shoes, though the supply as yet is limited. ciated in Guatemala, its quality being re-

Consul Johnston, of Utilla, says that 75 per cent of the total imports of Hon-duras come from the United States, but trade that should have been ours has been to some extent diverted to the Ger mans, on account of the close quarantine of the Louisiana board of health during the past year. There is a good opening for candy, which is now brought from England, as it is not put up properly in the United States.

. Increase in Jamaica.

Commercial Agent Jackson, of Port Antonio, says that many of the imports into Jamaica which were formerly obtained from England now come from the United States. Shoes, cotton goods, shirts, hardware, and coal are almost exclusively supplied by our country, as well as food stuffs, oil, and lumber. The merchants in that district have all visited America and are now importing whatever can tained more advantageously than in Eu-

Consul Cheney, of Curacao, notes that Consul Cheney, of Curacao, notes that an increasing quantity of American goods is being consumed in the Dutch West Indies. Already more than half of the imports are American. Within a year white cottons, ribbons, belts, umbrellas, walking sticks, and plated ware have been introduced. There is an advance in the use of notions, fancy goods, paints, and perfumes from our country, and our coal monopolizes the market.

Consul Ayme, of Guadaloupe, says our machinery has a firm foothold there, but he reports that the effort to establish an American exchange has met with small success on account of the lack of interest evinced by American exporters. Vice Consul General Terres, of Port au

Prince, says that our trade in Haiti in dry goods, furniture, soap, drugs, lamps, hardware, photographic materials, carriages, etc., is good, though it would be improved if we were willing to extend the credits granted by European sellers.

Consul General Maxwell, of Santo Domingo, reports that in addition to the

mingo, reports that in addition to the provision trade, 85 per cent of which we furnish, we supply all of the lumber imported, and a good portion of other building materials. ported, and a good portion of other building materials, such as nails, hinges, locks, etc. Our trade in several lines is increasing largely. Three years ago, it was hardly possible to find a shoe or a hat of American manufacture there, but now they are handled by a number of houses. Consul Van Horne, of the Danish West Indies, notes that in spite of the trade depression, the imports from the United States are advancing yearly. The uncertainty of communication is the main arawback to our trade. At one time during the year fifty-two days passed without a direct steamer to the United States. out a direct steamer to the United States

Child and Matches Start Fire.

An alarm of fire was turned in about 8 o'clock this morning for a fire in the home of L. Q. Jones on Brightwood Avenue, near the Piney Branch Road, caused by a child playing with matches. No. 2 chemical engine responded and extin-guished the blaze before any great damage

Odd run of Poplar Boards, just in, at 2 cents and 3 cents, at Sixth and New York Ave.

Norfolk & Washington Steamboat Co.

PUBLIC WORK ORDERED BY THE COMMISSIONERS

The following items of public work were authorized by the District Commissioners today through the Engineer De-

That the readways of the following streets be resurfaced, cost chargeable to the current appropriation for repairs to Massachusetts Avenue, between Duponi

Street and Twenty-first Street northwest; stimated cost, \$7,500.

New Hampshire Avenue, from Q Street to R Street northwest; estimated cost,

Third Street northwest, from L Street to New York Avenue; estimated

That 670 feet of 6-inch water main be laid in Randolph Street east, from Connecticut Avenue, at an estimated cost of That the offer of G. B. Mullin to deliver

That the offer of G. B. Mullin to deliver on Connecticut Avenue, between Cleveland Park and Pierce Mill Road, about 100 cubic yards of stone dust and screenings at 75c per cubic yard of 2,500 pounds, is hereby accepted; cost chargeable to the appropriation for grading and macadamizing Connecticut Avenue west of Pack Creek Rock Creek.

THE HEBREW PASSOVER.

Today's Festival Observed in Orthodox Jewish Families.

is the first day of the Hebrew Passover and for one week the orthodox and many of the reformed lews will eat no leavened bread. In the houses of the Jews the usual rooking utensils are put away and the pasach kitchenware is pro-

This evening the members of the Jewish families will gather about the elab-orately spread table and the story of the Passover will be read. The children also take part in the ceremony by responses and songs and the meaning and origin of the Passover feast is explained to the younger caes. A vacant chair is at every table on the night of this feast of the Seder to signify hospitality. Among the orthodox Lews the ceremony is read in Hebrew, but among the reformed Jews it is still repeated in the tongue of Israel.

SOCIAL SCIENTISTS TO MEET.

The American Society Will Hold Sessions Throughout the Week.

The American Social Science Association begins its series of meetings at the Columbian University tonight at 8:30 p.m., when the president, Oscar Straus, delivers an address on "Our Diplomacy With Reference to Our Diplomatic and Consular Service." The series will cover five days. On Tuesday at 10 a. m. John Graham Brooks will speak on "Some Notes on the Tragedy of Industry." At 10:45 a. m. A. Maurice Low will deliver an address on "The English Workingman's Conpensation Act." Adna F. Weber, shier statistical of the department of labor, State of New public policy in relation to industrial accidents. cidents

cidents.

In the evening of the same day James R. Burnett give a paper on "Critical Opinions Upon Employer's Liability Legislation in the United States," and the paper will then be discussed by Carroll D. Wright, E. J. Page, and others. Tuesday's proceedings will sum up the department of social economy. Wednesday will be devoted to jurisprudence, with addresses by Prof. Theodore S. Woolsey, of Yale; George C. Hott, E. B. Whitney and George C. Holt, E. B. Whitney, and David J. Hill. Thursday is set apart the department of health, and Friday for that of education and art.

Winner of a Gold Watch.

The Congregation Ahove Sholum anounces to the public that it has been ascertained that the lady's gold watch raffled at its synagogue, 607 H Street northwest, Sunday, was won by ticket 673, and the holder of that ticket can secure the watch by presenting the ticket at Mr. H. Krick's jewelry store, 3053 M street

Mr. Ailes Returns to Town.

Mr. Milton E. Ailes, Assistant Secretary of the Treasury, returned to his desk this morning after an absence in New York of a few days on official business.

WHITE ASH ANTHRAGITE

....COAL....

Stove, Egg. SQ.25 and Nut Sizes Per ton, (2240 lbs.),

S. S. DAISH & SONS,

COAL AND FIREWOGD,

1207 G Street Northwest.

"THE BEST IS CHEAPEST." It costs nothing to learn the cost of storage in the Fireproof Warehouse

of the AMERICAN SECURITY .: and TRUST CO. \$1140 15th.

WEBSTER'S Smokeless Coal

your order. Three offices. WM. J. ZEH, 702 11th St. N. W. 6th and K Sts. N. W. 1312 14th St. N. W.

Delighted trips daily at 6:30 p. m. from foot h st. 10 Old Point Comfort, Norfolk, Virginia cach and Newport News. See ad. page 7.

Phone East 254 Washington Brewing for Beer. Co.'s ismous Golden Hop Beer for the Beer for Beer. 11. Delivered in unlettered wagons

NEWS AND GOSSIP FROM GEORGETOWN

Police Give Up Hope of Capturing Negro Wanted.

Victim of Assault Now Fully Recovered. Funeral of R. H. Chamberlain Held. Sunday Meetings for Young Men.

Connecticut Avenue, west roadway, between Eighteenth Street and Dupont Circle; estimated cost, \$3,300.

That the roadway of Florida Avenue northeast, from the railroad to Fifteenth Street be improved at an estimated cost.

at an estimated cost of \$120, chargeable to the current appropriation for sidewalks and curbs around public reservations, etc.

That catch-basins be constructed on Cathedral Arenue, on the east roadway line of Connecticut Avenue extended, at an estimated cost of \$175, chargeable to the current appropriation for main and pips sewers.

That 343 feet of 6-inch water main be laid in Eighth Street, between Trenton and Utica Streets, Petworth, at an estimated cost of \$309.

That 670 feet of 6-inch water main be laid in Randolph Street east, from Conlaid in Randolp rangements with an attorney. It is genbeing held to await his capture.

The funeral of Mr. Robert H. Chamafternoon, from his late residence, 1810 afternoon, from his late residence, 1810
Thirty-fourth Street northwest. The
cause of his death was Bright's disease.
Mr. Chamberlain is survived by his
wife, Mrs. Mary A. Chamberlain, and by
five children—Arthur A., Robert, and
Clayton Chamberlain, and the Misses
Grace and Annie Chamberlain.

The newly organized branch of the Y. M. C. A. of Tenleytown, held an interest-

ing meeting yesterday afternoon at Masonic Hall on Wisconsin Avenue. Rev. Cornelius C. Coleman, pastor of the West ashington Baptist Church, delivered an address. The organization will hold ses sions every Sunday afternoon.

The meetings, held under the auspices of the Brotherhood of St. Andrew, at St. John's Church, the third Sunday in each month, during the winter, came to a close last evening. Judge Peelle made the closing address.

Nathan Dronenberg, an eleven-year-old National Diolemberg, an eleven-year-old boy, while playing yesterday afternoon around the cars used for carrying building material across the Massachusetts Ave-nue Bridge, was painfully injured by one of the wheels of the car passing over his fort.

He was taken to the Georgetown University Hospital, where the wound was dressed and later was sent to his home, 2803 Dumbarton Avenue

A slight fire occurred yesterday after-100n in apartment No. 4 of the Stoddert Fiats, at the corner of Twenty-ninth and Q Streets, occupied by Mrs. Virginia Thompson. The blaze was caused by a lighted match be ng thrown near a lace curtain. But little damage was sustained.

The Georgetown "Preps" defeated a ocal picked nine Saturday afternoon on the Georgetown field, by a score of 36 to 3. The feature of the game was the pitching of Weems for the "Preps," who allowed but a few scattered hits.

Mrs. Smoot and daughter will leave shortly for an European trip.

The three-year-old infant of Maria Washington colored of No. 5 Keady's Court, died Sunday morning without the attendance of a physician. The coroner was notified was notified

Policeman Hess, of the county force, of The funeral of Mr. Robert H. Chamberlain, who died on Saturday at the Georgetown University Hospital, after a brief illness, was held at 2 o'clock this afternoon, from his late residence. 1911 is not known

To Ice Consumers:

Having severed The Crystal Plate Ice Com-pany's connection with The American Ice Com-pany, its product is offered to individual drivers and large consumers. The Crystal Plate Ice Com-pany, 35th and K sts. nw. Tel., West 124.

Careful Lumber Buyers find lowest prices At Sixth and New York Avenue. Doors, \$1.00.

PRIMARY SUNDAY SCHOOL GATHERING

Largely Attended Meeting at Congregational Church.

Interesting Program Rendered by Children From Sabboth Schools in All Parts of the City.

The annual gathering of the primary Sunday schools of the District, at Congregational Church, corner of Tenth and G Streets northwest, yesterday afternoon, was a very largely attended affair and was greatly enjoyed by the parents and friends of the little ones who were fortunate enough to be in attendance.

Master George Vaughn Seibold, eight-year-old member of Calvary Baptist Sunday school, presided over the meeting, and, although he had but a day to make preparation, he aquitted himself very creditably, being at all times perfectly self-possessed, making the announcements in a distinct manner.

The program, which was a very interesting one, was executed entirely by children, adults assisting only where absolutely necessary, and was as follows:

Processional, "Onward, Christian Soldiers," choir; "Doxology," chorus; 100th Psalm, led by Clarence Evans; prayer, Mr. W. W. Milan, president District Sunday School Union; Lord's Prayer; "Gloria Patri;" "Glory to God," chorus; singing,
"Christ Was Once a Little Baby," by nembers of Douglas Methodist Episcopal Sunday school; Twenty-third Psalm, led by Edwin Felt, a number which was much appreciated on account of the diminutive size of the lad; singing, "Saviour, Like a Shepherd;" "Easter Bells," duet and chorus, Katherine Kelly and Chauncey Winsted, New York Avenue Sunday school; "Welcome, Glad Easter," chorus; school; "Welcome, Grad Easter, cnorus; duet, members of Anacostia Baptist Sunday school; "A Little Sermon," by the May Kindergarten; "The Sower," Albert Leger and Philip Baldwin, of Waugh Street and New York Avenue. F. Libbey & Co.

Methodist Episcopal Sunday school; "A oring Song," Lelia and Bessie Speer, of the Western Presbyterian Sunday school; "Happy Are the Meadows," chorus: offer-ing, "Lord, Accept the Offering," choir; "Little Christian Soldiers," by members of Wesley Chapel Methodist Episcopal of wesley Chapel Methodist Episcopal Sunday school; solo, "When the Pearly Gates Unfold," Louise Gardiner, of Grace Methodist Episcopal Sunday school; "Jerusalem," boy choir, Caivary Baptist Sunday school; "Holy City," cherus; solo, member of Dumbarton Avenue Methodist Episcopal Sunday school; "My Country, Tis of Thee;" benedictory prayer; benediction, choir. of Thee;" tion, choir.

The singing of the boy choir of Calvary Baptist Sunday school and the chorus was very effective and reflected credit on Mrs. Bodfish, to whom they owe their organization and training, and who acted as musical director at yesterday's service. Mrs. Frank Byram presided at the organ and Mrs. William P. Kyle at the piano.

THE WEATHER INDICATIONS.

Fair and warmer tonight and Tuesday; outherly winds.

THE SUN AND MOON. Sun rises...5:17 A.M. | Sun sets...6:42 P.M. | Moon rises..... | Moon sets.4:32 A.M.

TIDE TABLE

High tide......1:15 A. M. and 1:45 P. M. Low tide.....7:18 A. M. and 7:43 P. M. STREET LIGHTING.

AMUSEMENTS National - "When Knighthood Was in

Flower," evening. Lafayette — "A Midsummer Night's Oream," evening.
Chase's — Polite vaudeville, afternoon and evening. Columbia-Mr. William Morris in "When

ille, afternoon and evening Kernan's-"The Blue Bloods," afternoon Fireproof Storage for Furniture -Pianos, etc., at reasonable rates. Union Trust & Storage Co., main office, 1414 F st. 'Phone 2222.

We Were Twenty-one," evening.

Academy—"Happy Hooligan," evening.

Empire—Refined burlesque and vaudc-

S. KANN, SONS & CO

"THE BUSY CORNER" Always the Best of Everything for the Least Money.

Special Sale of...

Table Kitchen Cutlery.

We have inaugurated a spe cial sale of Table and Kitchen Cutlery, and the same will go into effect tomorrow at the following prices:

(Forks to match, 4c.)

1,000 Coco Bola Handle Table (Forks to match, 5c.)

750 Ebonized Handle Table Anives and Forks, made by Landers, Frary & Clarke; made of shear steel, worth \$1.50 per set—sin-750 Ebonized Handle Table Knives

(Forks to match, 6c.) 1,500 Coco Bola Handle Table

1,500 Coco Bola Hannie labue Kniyes and Forks, bolted on both ends and strongly riveted; made by the Imperial Cutlery Co.; worth \$1.75 per set, separate knives (Forks to match, 8c.)

(Forks to match, 10c.)

200 White Bone Handle Table Knives, not riveted, but guaranteed not to come loose—fine tempered steel—worth \$3 per set __single knives or forks, each. 250

2,000 Lightning Bread Knives, with saw edge—the finest and best bread knife made—worth 50c— 250

150 sets of Children's Knives and Forks, worth 25c.—the

300 Kitchen Knives, with 8-nch blades, in assorted han-lles; worth 48c—special..... 25C

100 pairs of Carving Forks — 2 shapes — coco bola 290 handle and knife rest—worth

100 pairs of Carving Knives and

35 pairs of Carving Knives and Forks—ebonized handles— 980 worth \$1.50, for.....

200 Butcher or Kitchen Knives—coco bola handles, made extra strong, which you can have in four sizes—10-inch, 15c; 11-inch, 19c; 12-inch, 29c; 13-inch.....

1,000 Silver-plated Knives and Forks—quadruple plate—the highest grade on the market— 200 special, each....

2,000 Nickel-plated Scissors, 50 inch size, special, at......

1,500 Nickel-plated Scissors, 1 0-inch size-special.... These goods you will find on sale, irst floor-Section A. opposite the elevators.

Some Very Startling Values in...

FIOT Oilcloths

Floor Oilcloth Remnants, in lengths of 2½ yards. This assortment represents the best quality selling from 25c to 39c per yard. Floor Oilcloth Remnants, in lengths

25 pieces of Oilcloth, in all widths from 4-4 to 8-4, assorted patterns, as well as marble, block, or tiling, per square yard.... 250

60c quality Floor Linoleum. in this sale at, per square ACC

\$1.60 Heavy Cork-filled Linoleum, in this sale, per 750 Third floor-Upholstery and Rug

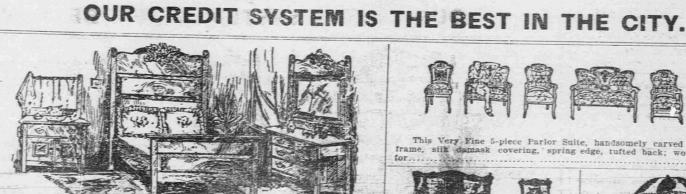
WHATWEADVERTSEWE

NO MISREPRESENTATIONS; WE GUARANTEE EVERYTHING WE SELL,

\$9.50

9 0

A very Handsome White Enam



Very Large Golden Oak Bedroom Suite, swelled front dressing case, A Very Large Ligiden Oak Bedroom Sunc, sweller large French beveled edge mirror; handsomely carved bedstead and \$26.75



A Larke 5-drawer Oak Chif- \$4.75 fonier, nicely carved back.....



This Large High Back Rocker. rattan seat, broad arm; worth \$2.

This handsome Golden Oak Swelled Front Dressing Case, French plate mirror.

Extra quality, fancy Matting......25e \$12.50

Solid Oak Parlor Table, nicely finished, with under shelf. Special value,



This Heavy White Enam

brass trimming, all sizes; good \$3.50

A Heavy White Enameled \$1.95

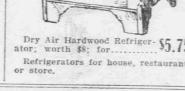
Largest stock in the city of latest mportations in China and Japan

Fancy Matting. 12½c Heavy China Matting. 18c

35°









Refrigerators for house, restaurant, CASH OR CREDIT.







our Special Oak Cane Seat Brace Arm Chair; cost \$1 anywhere. Our 59c

This Solid Oak Sideboard, beveled plate glass, 3 drawers, roomy \$8.95 cupboard; worth \$14....

Very Pretty Rattan Go-Cart. \$7.50

This Massive, Highly Polished Quar-

tered Oak Sideboard, swelled front, 30x36 French plate glass; \$24.50

\$9.75

all the newest improveme

Handsome Ratian Go-

PETTIT, 415-417 Seventh Street

The exact cut of

S. KANN, SONS & CO





This large 5-piece Parlor Suite, prettily carved frame, mahogany ûnish, fine silk damask cover- \$24.95 A very Handsome Damask \$12.75 Covered Parlor Suite...... A very Handsome Oak Hall Rack, French plate mir-





An Extension Table, 5 ft. \$1.95 long, 4 heavy legs; worth \$3.50. A Heavy Solid Oak 6-ft. Ex- \$3.75 tension Table, 5 legs.....

